HILLTOWN COMMUNITY HEALTH CENTERS FINANCE COMMITTEE MEETING December 10, 2020 4:30 – 5:30 pm

Zoom Meeting https://hchcweb-org.zoom.us/j/88580188351

AGENDA

- 1. Review minutes from November 12th meeting
- 2. Presentation of October's financial results
- 3. Discussion on the closing of the Bank of America cards.
- 4. Other items as needed

Finance Committee Meeting Date/Time: 11/12/2020 4:30pm Zoom Meeting

MEMBERS (all members present via teleconferencing): Lee Manchester, President, John Follet, Treasurer; Eliza Lake, CEO; John Melehov, CFO; Tabitha Griswold, Executive Assistant

Agenda Item	Summary of Discussion	Decisions/ Next Steps/ Person Responsible Due Date
Meeting called to order.	Meeting called to order by John Follet at 4:34pm.	N/A
Approval of Minutes 10/8/2020	A grammatical error was noted to add the amount of \$70K to the end of sentence in Other items. There was also a correction to the minute month, to reflect the minutes taken in October not September. Lee Manchester made a motion to approve the financial	The October minutes were approved unanimously.
	minutes for October as amended. John Melehov seconded the motion.	
September Financials	 John presented the Interim Financial Statement for September. John reminded the committee that the clinical revenue from September was presented last month. There was a larger than normal loss in September due to the timing of routine expenditures. John noted that loss should be looked at over the year instead of the month for ordinary spending. When the PPE loan gets applied and the HRSA grant is charged in full, the year will not show as much of a loss. The month was largely the same in revenue as last month. The dental department saw a healthy increase in revenue from last month. Cash flow indicates a loss of \$94K for the month. There is about an average loss of \$25K a week as shown in cash on hand. As the cash on hand decreases so does the ratio. John noted that the interest gained and lost from the investment account should only be a yearly report, as the fluctuation from 	

	month to month can be deceiving. John will look at potentially moving this report item to a yearly figure for next year. John reported that for next month there should be an increase in revenue as the new providers are onboarded and all furloughs are being ended, with all staff needed back at this time.	
Other Items	 John Melehov reported that the payback for the retirement contribution correction is a bit above \$77K and will include the fees for processing for One American. This amount takes into account the lost gains that those affected would have realized which will be about \$80K-\$90K. The retirement plan document is being revised to state the contribution being per paycheck bases not yearly. This update will be brought to the full board as an update. Eliza will sign off on the new plan document after her review. John presented the need for HCHC to find more sources of revenue. One such way is having an "in-house pharmacy." John is researching different possibilities such as a "ship to" pharmacy model. This would however lose the patients that need prescription on hand but would be a more viable solution for a startup. This service would be in conjunction to the 340B program. The budget process has begun. The board will be informed more about the budget next month. So far it looks like this will be a negative budget as it will be a reflection of the revenue lose currently being experienced by HCHC. 	
Adjourn & Next Meeting	A motion to adjourn the meeting was made first by Lee Manchester and seconded by John Follet. The meeting adjourned at 5:20pm. The next regular Finance Committee meeting is scheduled for December 11, 2020 at 4:30pm via Zoom.	The committee voted unanimously to adjourn.

Submitted by, Tabitha Griswold, Executive Assistant

Hilltown Community Нснс Health Center

Interim Financial Statement Presentation

October 2020 - Presented 12/10/2020

Highlights

- ▶ \$80K Net Income in October
 - ▶ 330 Grant accounts for \$350K of revenue was being held due to PPP coordination
- > YTD Net \$491K loss
- ▶ \$59K negative cash flow
- PPP/330 coordination in progress
 - Cash improves in November and December due to suspended draw-downs being executed

Income Statement

	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sept	Oct	YTD Total	PY YTD		
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	\$ Change	% Change
OPERATING ACTIVITIES														
Revenue														
Patient Services - Medical	\$194,733	\$157,776	\$162,144	\$127,027	\$132,581	\$147,308	\$105,190	\$147,451	\$147,640	\$160,430	\$1,482,281	\$2,165,681	(\$683,400) -32%
Patient Services - Dental	\$145,933	\$123,425	\$70,156	\$17,187	\$11,337	\$26,937	\$32,119	\$57,754	\$87,135	\$111,240	\$683,222	\$1,610,865	(\$927,643) -58%
Patient Services - Beh. Health	\$39,953	\$37,463	\$29,811	\$29,864	\$25,700	\$30,858	\$46,280	\$22,958	\$31,480	\$36,598	\$330,964	\$313,286	\$17,678	6%
Patient Services - Optometry	\$19,191	\$13,103	\$12,268	\$4,184	\$3,632	\$3,162	\$9,814	\$16,594	\$15,561	\$19,168	\$116,676	\$175,033	(\$58,357) -33%
Patient Services - Optometry Hard	\$10,443	\$4,945	\$2,446	\$998	\$996	\$3,574	\$3,894	\$5,390	\$6,201	\$5,579	\$44,466	\$77,560	(\$33,095) -43%
Patient Services - Pharmacy	\$7,260	\$6,065	\$11,596	\$18,350	\$24,126	\$27,724	\$13,829	\$79,287	\$41,854	\$34,076	\$264,166	\$110,852	\$153,315	138%
Quality & Other Incentives	\$475	\$324	\$24,149	\$277	\$25	\$7,684	\$279	\$238	\$337	\$20,137	\$53,925	\$44,910	\$9,015	20%
HRSA 330 & Other Grant	\$136,455	\$138,372	\$139,990	\$225,857	\$131,598	\$155,075	\$24,098	\$88,619	\$33,534	\$348,885	\$1,422,484	\$1,489,072	(\$66,588) -4%
Other Grants & Contracts	\$59,052	\$60,987	\$64,025	\$289,624	\$187,345	\$245,236	\$200,559	\$66,665	\$102,503	\$176,324	\$1,452,322	\$727,045	\$725,277	100%
Int., Dividends Gain /Loss Investme	(\$2,424)	(\$22,104)	(\$40,933)	\$27,765	\$13,531	\$7,243	\$15,548	\$16,824	(\$6,562)	(\$4,693)	\$4,194	\$46,918	(\$42,724) -91%
Rental & Misc. Income	\$4,002	\$3,700	\$1,132	\$2,333	\$2,567	\$2,567	\$4,002	\$2,159	\$2,567	\$4,387	\$29,416	\$26,187	\$3,229	12%
Total Operating Revenue	\$615,073	\$524,057	\$476,784	\$743,467	\$533,437	\$657,368	\$455,612	\$503,939	\$462,251	\$912,129	\$5,884,116	\$6,787,410	(\$903,293) -13%

- Patient billings continue to improve slowly...
- ► 330 Grant payments playing catch-up \$349K
- \$20K in quality payments

	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sept	Oct	YTD Total	PY YTD		
	Actual	Actual	\$ Change	% Change										
Compensation and related expense	S													
Salaries and wages	(\$481,077)	(\$448,425)	(\$386,453)	(\$256,747)	(\$481,227)	(\$349,402)	(\$380,723)	(\$343,543)	(\$432,333)	(\$453,285)	(\$4,013,215)	(\$4,578,569)	\$565,354	12%
Payroll taxes	(\$36,589)	(\$33,543)	(\$29,040)	(\$19,068)	(\$35,581)	(\$24,476)	(\$24,710)	(\$21,815)	(\$29,232)	(\$118,688)	(\$372,742)	(\$355,502)	(\$17,240)	-5%
Fringe benefits	(\$43,725)	(\$28,748)	(\$25,023)	(\$37,384)	(\$35,876)	(\$36,396)	(\$35,287)	(\$33,702)	(\$30,528)	(\$34,591)	(\$341,259)	(\$385,925)	\$44,666	12%
Total Compensation & related exp	(\$561,390)	(\$510,716)	(\$440,516)	(\$313,198)	(\$552,684)	(\$410,274)	(\$440,720)	(\$399,060)	(\$492,093)	(\$606,563)	(\$4,727,215)	(\$5,319,996)	\$592,780	11%

- Salaries increased due to additional providers
- Still 11% or \$593K favorable to last year

	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sept	Oct	YTD Total	PY YTD		
	Actual	Actual	\$ Change	% Change										
Other Operating Expenses								1						
Advertising and marketing	\$0	\$0	(\$99)	\$0	\$0	(\$240)	(\$341)	(\$255)	(\$561)	\$0	(\$1,496)	(\$8,006)	\$6,509	81%
Bad debt	(\$1,307)	\$6,292	(\$9,288)	(\$8,831)	(\$4,411)	(\$8,382)	\$8,168	\$988	\$5,524	\$4,486	(\$6,761)	(\$117,005)	\$110,243	94%
Computer support	(\$7,088)	(\$6,199)	(\$21,428)	(\$9,589)	(\$12,655)	(\$8,388)	(\$8,388)	(\$1,948)	(\$8,027)	(\$14,818)	(\$98,528)	(\$67,350)	(\$31,178)) -46%
Conference and meetings	(\$248)	(\$1,350)	\$0	\$1,475	(\$1,882)	(\$480)	(\$30)	(\$2,636)	(\$358)	(\$85)	(\$5,595)	(\$7,783)	\$2,189	28%
Continuing education	(\$2,368)	(\$1,092)	\$0	\$0	(\$308)	(\$1,733)	(\$275)	(\$496)	(\$218)	(\$530)	(\$7,021)	(\$26,226)	\$19,205	73%
Contracts and consulting	(\$2,713)	(\$17,931)	(\$28,137)	(\$20,701)	(\$38,786)	(\$22,638)	(\$19,439)	(\$18,699)	(\$36,352)	(\$39,509)	(\$244,904)	(\$64,200)	(\$180,703)) -281%
Depreciation and amortization	(\$27,651)	(\$29,438)	(\$28,544)	(\$28,544)	(\$28,544)	(\$28,544)	(\$28,544)	(\$28,544)	(\$28,544)	(\$28,544)	(\$285,443)	(\$276,506)	(\$8,938)) -3%
Dues and membership	(\$2,355)	(\$3,243)	(\$2,355)	(\$2,530)	(\$2,405)	(\$7,955)	(\$3,247)	(\$6,692)	(\$1,850)	(\$5,894)	(\$38,524)	(\$28,061)	(\$10,463)) -37%
Equipment leases	(\$2,580)	(\$1,877)	(\$2,273)	(\$1,735)	(\$2,911)	(\$2,487)	(\$945)	(\$1,413)	(\$2,529)	(\$3,018)	(\$21,768)	(\$22,922)	\$1,154	5%
Insurance	(\$2,128)	(\$2,202)	(\$2,202)	(\$2,192)	(\$2,192)	(\$2,192)	(\$2,192)	(\$2,192)	(\$2,192)	(\$2,192)	(\$21,874)	(\$21,095)	(\$779)) -4%
Interest	(\$1,289)	(\$1,279)	(\$1,187)	(\$1,258)	(\$1,209)	(\$1,238)	(\$1,187)	(\$1,723)	(\$156)	(\$355)	(\$10,881)	(\$13,383)	\$2,502	
Legal and accounting	(\$2,500)	(\$2,500)	(\$2,626)	(\$2,500)	(\$2,895)	(\$2,668)	(\$2,500)	(\$2,500)	(\$2,500)	(\$2,584)	(\$25,773)	(\$25,058)	(\$715)	/
Licenses and fees	(\$4,115)	(\$6,952)	(\$4,006)	(\$2,898)	(\$2,959)	(\$3,504)	(\$3,794)	(\$3,775)	(\$4,525)	(\$5,418)	(\$41,944)	(\$39,716)	(\$2,228)) -6%
Medical & dental lab and supplies	(\$10,442)	(\$9,416)	(\$6,226)	(\$897)	(\$283)	(\$1,630)	(\$3,256)	(\$8,571)	(\$7,997)	(\$7,624)	(\$56,343)	(\$101,023)	\$44,680	
Merchant CC Fees	(\$1,576)	(\$1,690)	(\$2,037)	(\$1,492)	(\$633)	(\$564)	(\$571)	(\$1,067)	(\$1,368)	(\$1,185)	(\$12,181)	(\$15,881)	\$3,700	
Office supplies and printing	(\$2,304)	(\$3,052)	(\$1,899)	(\$7,188)	(\$1,530)	(\$7,637)	(\$7,234)	(\$13,799)	(\$7,334)	(\$7,595)	(\$59,572)	(\$33,928)	(\$25,643)) -76%
Postage	(\$117)	(\$2,051)	(\$2,240)	(\$151)	(\$2,233)	(\$2,040)	(\$511)	(\$28)	(\$2,066)	(\$650)	(\$12,087)	(\$13,334)	\$1,247	
Program supplies and materials	(\$19,372)	(\$17,012)	(\$14,163)	(\$2,688)	(\$15,733)	(\$17,073)	(\$13,480)	(\$18,625)	(\$30,784)	(\$37,531)	(\$186,461)	(\$194,376)	\$7,915	4%
Pharmacy & Optometry COGS	(\$7,980)	(\$10,963)	(\$4,699)	(\$3,785)	(\$3,420)	(\$9,287)	(\$6,308)	(\$19,791)	(\$30,040)	(\$26,752)	(\$123,024)	(\$109,501)	(\$13,524)) -12%
Recruitment	(\$4,049)	(\$527)	(\$90)	\$0	\$0	\$0	\$0	\$0	\$0	(\$75)	(\$4,741)	(\$15,960)	\$11,219	70%
Rent	(\$6,964)	(\$8,584)	(\$10,064)	(\$6,964)	(\$15,758)	(\$13,843)	(\$16,052)	(\$11,738)	(\$20,683)	(\$7,741)	(\$118,393)	(\$78,440)	(\$39,953)) -51%
Repairs and maintenance	(\$13,597)	(\$18,942)	(\$15,221)	(\$11,565)	(\$12,108)	(\$21,849)	(\$15,799)	(\$10,838)	(\$15,690)	(\$16,930)	(\$152,539)	(\$135,852)	(\$16,686)) -12%
Small equipment purchases	\$0	(\$1,669)	\$0	(\$1,299)	(\$4,240)	(\$12,046)	(\$7,050)	\$0	(\$1,704)	(\$3,213)	(\$31,221)	(\$20,165)	(\$11,056)) -55%
Telephone	(\$10,928)	(\$13,895)	(\$14,263)	(\$15,336)	(\$14,707)	(\$14,343)	(\$13,859)	(\$14,701)	(\$14,258)	(\$14,503)	(\$140,793)	(\$130,750)	(\$10,043)) -8%
Travel	(\$1,947)	(\$1,348)	(\$940)	(\$639)	(\$327)	(\$1,076)	(\$1,171)	(\$1,050)	(\$1,184)	(\$935)	(\$10,617)	(\$20,329)	\$9,713	48%
Utilities	(\$3,234)	(\$5,499)	(\$3,312)	(\$4,481)	(\$4,838)	(\$2,955)	(\$3,467)	(\$3,102)	(\$3,643)	(\$2,757)	(\$37,287)	(\$40,407)	\$3,119	8%
Total Other Operating Expenses	(\$138,848)	(\$162,418)	(\$177,298)	(\$135,788)	(\$176,969)	(\$194,792)	(\$151,474)	(\$173,195)	(\$219,038)	(\$225,951)	(\$1,755,772)	(\$1,627,259)	(\$128,513)) -8%
								1						
NET OPERATING SURPLUS	(\$85,166)	(\$149,077)	(\$141,031)	\$294,481	(\$196,216)	\$52,302	(\$136,583)	(\$68,317)	(\$248,881)	\$79,615	(\$598,871)	(\$159,845)	(\$439,026)) -275%

• Year over Year increases (\$128K)

Net Deficit (Income)

	Jan	Feb	Mar	Apr	May	June	Jul	Aug	Sept	Oct	YTD Total	PY YTD		
	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	\$ Change	% Change
NON_OPERATING ACTIVITIES														
Donations, Pledges & Contribution	\$120	\$9,800	\$20,725	\$40,211	\$4,657	\$1,476	\$7,740	\$2,000	\$20,432	\$400	\$107,562	\$165,419	(\$57,858)	-35%
Capital Grants	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$84,274	(\$84,274)	-100%
NET NON-OPERATING SURPLU	\$120	\$9,800	\$20,725	\$40,211	\$4,657	\$1,476	\$7,740	\$2,000	\$20,432	\$400	\$107,562	\$249,693	(\$142,132)	-57%
NET SURPLUS/(DEFICIT)	(\$85,046)	(\$139,277)	(\$120,306)	\$334,692	(\$191,559)	\$53,778	(\$128,843)	(\$66,317)	(\$228,449)	\$80,015	(\$491,309)	\$89,848	(\$581,158)	-647%

\$491K YTD deficit

- 2020 will be net positive once \$1,171,200 PPP is applied as grant revenue
- Cash should hold out for around 17 months at current levels
 - This number has not gone down in several months
 - Current cash forecast has funds lasting until May 2022
- 70 days cash on hand (how long the cash will last if income dried up)

Cash Flow

CASH FLOWS FROM OPERATING ACTIVITIES	
NET SURPLUS/(DEFICIT) FOR PERIOD	\$80,015
ADJUSTMENTS TO RECONCILE NET INCOME TO NET CASH	
NET CASH PROVIDED (USED) BY OPERATING ACTIV	(\$91,795)
CASH FLOWS FROM INVESTING ACTIVITIES	
NET CASH PROVIDED (USED) BY INVESTING ACTIVI	\$33,237
NET INCREASE/(DECREASE) IN CASH	(\$58,558)
CASH AND CASH EQUIVALENTS AS OF 8/1/2020	\$1,990,818
CASH AND CASH EQUIVALENTS AS OF 8/31/2020	\$1,932,260

Cash on hand decreased \$58K

Cash on hand decreased \$94K in September

Balance Sheet (as of 8/31/20)

ASSETS		
	Total Current Assets	\$1,920,681
	Net Property & Equipment	\$4,064,997
	Total Other Assets	\$344,045
	TOTAL ASSETS	\$6,329,723
Liabilities 8	& Fund Balance	
	Total Current Liabilities	\$2,317,039
	Total Long Term Liabilities	\$135,034
	Total Liabilities	\$2,452,072
	Total Fund Balance / Equity	3,877,650
	Total Liabilities & Fund Balance	6,329,723

Current Assets = \$1.92 M

Current Liabilities = \$2.32 M

- Current Ratio = 0.83 up from 0.79 in September
 - Current Ratio as of 11/10/20 with PPP forgiveness = 1.45
- Current Ratio as of 12/10/20 with PPP forgiveness = 1.68 (330 grant draws improve asset side)

Other Items

- Work on retirement plan correction continues
 - Estimates were around \$70K
 - Actual costs were around \$100K
 - All negative effects have been absorbed and created minimal long-term impact
- In-house pharmacy being put on back burner due to cost and complexity
 - Plenty of low hanging fruit in contract pharmacy area
 - Recently signed up Walmart in Westfield, another Walgreens site, and several new CVS stores
 - Engaged a service to get money from scripts written through specialists (closing the referral loop)
- Budget in progress, still expecting to have a significant deficit
 - No additional providers on the horizon
 - Fee For Service volume expected to be hampered by Covid

Hilltown Community Health Centers

Income Statement

	Jan	Feb	Mar	Apr	Мау	June	Jul	Aug	Sept	Oct	YTD Total	PY YTD		
OPERATING ACTIVITIES	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	\$ Change	% Change
Revenue														
Patient Services - Medical	\$194,733	\$157,776	\$162,144	\$127,027	\$132,581	\$147,308	\$105,190	\$147,451	\$147,640	\$160,430	\$1,482,281	\$2,165,681	(\$683,400)	-32%
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Patient Services - Beh. Health	\$39,953	\$37,463	\$29,811	\$29,864	\$25,700	\$30,858	\$46,280	\$22,958	\$31,480	\$36,598	\$330,964	\$313,286	\$17,678	6%
Patient Services - Optometry	\$19,191	\$13,103	\$12,268	\$4,184	\$3,632	\$3,162	\$9,814	\$16,594	\$15,561	\$19,168	\$116,676	\$175,033	(\$58,357)	-33%
Patient Services - Optometry Hardwa	\$10,443	\$4,945	\$2,446	\$998	\$996	\$3,574	\$3,894	\$5,390	\$6,201	\$5,579	\$44,466	\$77,560	(\$33,095)	-43%
Patient Services - Pharmacy	\$7,260	\$6,065	\$11,596	\$18,350	\$24,126	\$27,724	\$13,829	\$79,287	\$41,854	\$34,076	\$264,166	\$110,852	\$153,315	138%
Quality & Other Incentives HRSA 330 & Other Grant	\$475 \$136,455	\$324 \$138,372	\$24,149 \$139,990	\$277 \$225,857	\$25 \$131,598	\$7,684 \$155,075	\$279 \$24,098	\$238 \$88,619	\$337 \$33,534	\$20,137 \$348,885	\$53,925 \$1,422,484	\$44,910 \$1,489,072	\$9,015 (\$66,588)	20% -4%
Other Grants & Contracts	\$59,052	\$60,987	\$64,025	\$289,624	\$187,345	\$245,236	\$200,559	\$66,665	\$102,503	\$348,885 \$176,324	\$1,452,322	\$727,045	\$725,277	-4 % 100%
Int., Dividends Gain /Loss Investmens	(\$2,424)	(\$22,104)	(\$40,933)	\$27,765	\$13,531	\$7,243	\$15,548	\$16,824	(\$6,562)	(\$4,693)	\$4,194	\$46,918	(\$42,724)	-91%
Rental & Misc. Income	\$4.002	\$3,700	\$1,132	\$2,333	\$2,567	\$2,567	\$4,002	\$2,159	\$2,567	\$4,387	\$29,416	\$26,187	\$3,229	12%
Total Operating Revenue	\$615,073	\$524,057	\$476,784	\$743,467	\$533,437	\$657,368	\$455,612	\$503,939	\$462,251	\$912,129	\$5,884,116	\$6,787,410	(\$903,293)	-13%
Compensation and related expenses			(*****			(******	(*****	(*** ** * ***	(* (** * * * * * *	(* (*** * ***		(* (== * * * * *		
Salaries and wages	(\$481,077)	(\$448,425)	(\$386,453)	(\$256,747)	(\$481,227)	(\$349,402)	(\$380,723)	(\$343,543)	(\$432,333)	(\$453,285)	(\$4,013,215)	(\$4,578,569)	\$565,354	12%
Payroll taxes	(\$36,589) (\$43,725)	(\$33,543)	(\$29,040) (\$25,023)	(\$19,068) (\$37,384)	(\$35,581) (\$25,876)	(\$24,476)	(\$24,710) (\$35,287)	(\$21,815) (\$22,702)	(\$29,232) (\$30,528)	(\$118,688)	(\$372,742)	(\$355,502) (\$385,925)	(\$17,240)	-5%
Fringe benefits Total Compensation & related exp	(\$561,390)	<u>(\$28,748)</u> (\$510,716)	(\$25,023)	(\$313,198)	(\$35,876) (\$552,684)	(\$36,396) (\$410,274)	(\$440,720)	(\$33,702) (\$399,060)	(\$492,093)	(\$34,591) (\$606,563)	(\$341,259) (\$4,727,215)	(\$5,319,996)	\$44,666 \$592,780	<u> </u>
	(\$001,000)	(\$616,116)	(\$110,010)	(\$010,100)	(\$002,001)	(\$110,211)	(\$110,120)	(\$000,000)	(\$102,000)	(\$000,000)	(\$1,121,210)	(\$0,010,000)	<i>\</i>	
Other Operating Expenses														
Advertising and marketing	\$0	\$0	(\$99)	\$0	\$0	(\$240)	(\$341)	(\$255)	(\$561)	\$0	(\$1,496)	(\$8,006)	\$6,509	81%
Bad debt	(\$1,307)	\$6,292	(\$9,288)	(\$8,831)	(\$4,411)	(\$8,382)	\$8,168	\$988	\$5,524	\$4,486	(\$6,761)	(\$117,005)	\$110,243	94%
Computer support	(\$7,088)	(\$6,199)	(\$21,428)	(\$9,589)	(\$12,655)	(\$8,388)	(\$8,388)	(\$1,948)	(\$8,027)	(\$14,818)	(\$98,528)	(\$67,350)	(\$31,178)	-46%
Conference and meetings	(\$248)	(\$1,350)	\$0 \$0	\$1,475 \$0	(\$1,882)	(\$480)	(\$30)	(\$2,636)	(\$358)	(\$85) (\$530)	(\$5,595)	(\$7,783)	\$2,189 \$19,205	28% 73%
Continuing education Contracts and consulting	(\$2,368) (\$2,713)	(\$1,092) (\$17,931)	(\$28,137)	(\$20,701)	(\$308) (\$38,786)	(\$1,733) (\$22,638)	(\$275) (\$19,439)	(\$496) (\$18,699)	(\$218) (\$36,352)	(\$39,509)	(\$7,021) (\$244,904)	(\$26,226) (\$64,200)	(\$180,703)	-281%
Depreciation and amortization	(\$27,651)	(\$29,438)	(\$28,544)	(\$28,544)	(\$28,544)	(\$28,544)	(\$28,544)	(\$28,544)	(\$28,544)	(\$28,544)	(\$285,443)	(\$276,506)	(\$8,938)	-201%
Dues and membership	(\$2,355)	(\$3,243)	(\$2,355)	(\$2,530)	(\$2,405)	(\$7,955)	(\$3,247)	(\$6,692)	(\$1,850)	(\$5,894)	(\$38,524)	(\$28,061)	(\$10,463)	-37%
Equipment leases	(\$2,580)	(\$1,877)	(\$2,273)	(\$1,735)	(\$2,911)	(\$2,487)	(\$945)	(\$1,413)	(\$2,529)	(\$3,018)	(\$21,768)	(\$22,922)	\$1,154	5%
Insurance	(\$2,128)	(\$2,202)	(\$2,202)	(\$2,192)	(\$2,192)	(\$2,192)	(\$2,192)	(\$2,192)	(\$2,192)	(\$2,192)	(\$21,874)	(\$21,095)	(\$779)	-4%
Interest	(\$1,289)	(\$1,279)	(\$1,187)	(\$1,258)	(\$1,209)	(\$1,238)	(\$1,187)	(\$1,723)	(\$156)	(\$355)	(\$10,881)	(\$13,383)	\$2,502	19%
Legal and accounting	(\$2,500)	(\$2,500)	(\$2,626)	(\$2,500)	(\$2,895)	(\$2,668)	(\$2,500)	(\$2,500)	(\$2,500)	(\$2,584)	(\$25,773)	(\$25,058)	(\$715)	-3%
Licenses and fees	(\$4,115)	(\$6,952)	(\$4,006)	(\$2,898)	(\$2,959)	(\$3,504)	(\$3,794)	(\$3,775)	(\$4,525)	(\$5,418)	(\$41,944)	(\$39,716)	(\$2,228)	-6%
Medical & dental lab and supplies	(\$10,442)	(\$9,416)	(\$6,226)	(\$897)	(\$283)	(\$1,630)	(\$3,256)	(\$8,571)	(\$7,997)	(\$7,624)	(\$56,343)	(\$101,023)	\$44,680	44%
Merchant CC Fees	(\$1,576)	(\$1,690)	(\$2,037)	(\$1,492)	(\$633)	(\$564)	(\$571)	(\$1,067)	(\$1,368)	(\$1,185)	(\$12,181)	(\$15,881)	\$3,700	23%
Office supplies and printing Postage	(\$2,304) (\$117)	(\$3,052) (\$2,051)	(\$1,899) (\$2,240)	(\$7,188) (\$151)	(\$1,530) (\$2,233)	(\$7,637) (\$2,040)	(\$7,234) (\$511)	(\$13,799) (\$28)	(\$7,334)	(\$7,595) (\$650)	(\$59,572) (\$12,087)	(\$33,928) (\$13,334)	<mark>(\$25,643)</mark> \$1,247	-76% 9%
Program supplies and materials	(\$117)	(\$2,051)	(\$2,240)	(\$2,688)	(\$2,233)	(\$2,040)	(\$13,480)	(\$28)	(\$2,066) (\$30,784)	(\$050)	(\$186,461)	(\$194,376)	\$7,915	9% 4%
Pharmacy & Optometry COGS	(\$19,372)	(\$10,963)	(\$4,699)	(\$2,000) (\$3,785)	(\$15,733)	(\$17,073) (\$9,287)	(\$13,460) (\$6,308)	(\$10,025)	(\$30,784) (\$30,040)	(\$26,752)	(\$123,024)	(\$109,501)	(\$13,524)	4% -12%
Recruitment	(\$4,049)	(\$527)	(\$90)	\$0	\$0	\$0	\$0	\$0	\$0	(\$75)	(\$4,741)	(\$15,960)	\$11,219	70%
Rent	(\$6,964)	(\$8,584)	(\$10,064)	(\$6,964)	(\$15,758)	(\$13,843)	(\$16,052)	(\$11,738)	(\$20,683)	(\$7,741)	(\$118,393)	(\$78,440)	(\$39,953)	-51%
Repairs and maintenance	(\$13,597)	(\$18,942)	(\$15,221)	(\$11,565)	(\$12,108)	(\$21,849)	(\$15,799)	(\$10,838)	(\$15,690)	(\$16,930)	(\$152,539)	(\$135,852)	(\$16,686)	-12%
Small equipment purchases	\$0	(\$1,669)	\$0	(\$1,299)	(\$4,240)	(\$12,046)	(\$7,050)	\$0	(\$1,704)	(\$3,213)	(\$31,221)	(\$20,165)	(\$11,056)	-55%
Telephone	(\$10,928)	(\$13,895)	(\$14,263)	(\$15,336)	(\$14,707)	(\$14,343)	(\$13,859)	(\$14,701)	(\$14,258)	(\$14,503)	(\$140,793)	(\$130,750)	(\$10,043)	-8%
Travel	(\$1,947)	(\$1,348)	(\$940)	(\$639)	(\$327)	(\$1,076)	(\$1,171)	(\$1,050)	(\$1,184)	(\$935)	(\$10,617)	(\$20,329)	\$9,713	48%
Utilities	(\$3,234)	(\$5,499)	(\$3,312)	(\$4,481)	(\$4,838)	(\$2,955)	(\$3,467)	(\$3,102)	(\$3,643)	(\$2,757)	(\$37,287)	(\$40,407)	\$3,119	8%
Total Other Operating Expenses	(\$138,848)	(\$162,418)	(\$177,298)	(\$135,788)	(\$176,969)	(\$194,792)	(\$151,474)	(\$173,195)	(\$219,038)	(\$225,951)	(\$1,755,772)	(\$1,627,259)	(\$128,513)	-8%
NET OPERATING SURPLUS	(\$85,166)	(\$149,077)	(\$141,031)	\$294,481	(\$196,216)	\$52,302	(\$136,583)	(\$68,317)	(\$248,881)	\$79,615	(\$598,871)	(\$159,845)	(\$439,026)	-275%
NON_OPERATING ACTIVITIES														
Donations, Pledges & Contributions	\$120	\$9,800	\$20,725	\$40,211	\$4,657	\$1,476	\$7,740	\$2,000	\$20,432	\$400	\$107,562	\$165,419	(\$57,858)	-35%
Capital Grants	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$84,274	(\$84,274)	-100%
NET NON-OPERATING SURPLUS	\$120	\$9,800	\$20,725	\$40,211	\$4,657	\$1,476	\$7,740	\$2,000	\$20,432	\$400	\$107,562	\$249,693	(\$142,132)	-57%
NET SURPLUS/(DEFICIT)	(\$85,046)	(\$139,277)	(\$120,306)	\$334,692	(\$191,559)	\$53,778	(\$128,843)	(\$66,317)	(\$228,449)	\$80,015	(\$491,309)	\$89,848	(\$581,158)	-647%

Hilltown Community Health Centers Statement of Cash Flows September 2020

NET SURPLUS/(DEFICIT) FOR PERIOD \$80.015 ADJUSTMENTS TO RECONCLE IN ETINCOME TO NET CASH PROVIDED (JUSED) BY OPERATING ACTIVITIES 01.1102-00 Increase in ECWAR PAYMENT (\$18.680) 01.1102-00 Increase in PERPAID EXPENSES (\$3.183) 01.1320-00 Increase in PREPAID EXPENSES (\$3.183) 01.1320-00 Increase in PREPAID EXPENSES (\$17.671) 01.22200-00 Decrease in ACCUUNTS PAYABLE \$16.630 01.22200-00 Increase in FICA TAX WH \$37 01.24200-00 Increase in ACCRUED EXPENSES - CREDIT CARD (\$14.400) 01.24200-00 Increase in TICA TAX WH \$37 01.24200-00 Increase in TICA TAX WH \$37 01.24200-00 Increase in TICA TAX WH \$37 01.24200-00 Increase in AUBE EMPLOYEE LOAN \$215 01.25000-00 Decrease in AUTIED WAY PAYROLL EDUCTION (\$220) 01.25000-00 Decrease in SALES TAX PAYABLE \$1100 01.25000-00 Decrease in ACCRUED YACATION \$20.651 01.25000-00 Decrease in ACCRUED YACATION \$20.651 01.2500-00	CASH FLOWS FROM OPERATING ACTI	VITIES	
PROVIDED (USED) BY OPERATING A CTIVITIES (\$16.863) 01-11102-00 Increase in DENTRIX/AR PAYMENT (\$16.863) 01-13200-00 Increase in PREPAID EXPENSES (\$3.183) 01-13200-00 Increase in PREPAID INSURANCE (\$87) 01-13700-00 Decrease in PREPAID WORKMANS' COMP \$16.626 01-22100-00 Increase in PREPAID WORKMANS' COMP \$16.836 01-22300-00 Decrease in NOTES PAYABLE (\$14.400) 01-24000-00 Increase in ACCRUED EXPENSES - CREDIT CARD (\$17.77) 01-24000-00 Increase in ACCRUED EXPENSES - CREDIT CARD \$2.826 01-24000-00 Increase in TAX W/H \$3.73 01-24500-00 Increase in ACCRUED EXPENSES - CREDIT CARD \$2.826 01-24500-00 Increase in NEMPLOYMENT ESCROW (\$161) 01-25600-00 Decrease in SALES TAX PAYABLE \$10.000 01-25000-01 Decrease in ACCRUED EXPENSES (\$18.857) 01-2600-00 Decrease in ACCRUED SALARIES/PAYROLL \$18.801 01-2600-00 Decrease in ACCRUED SALARIES/PAYROLL \$18.801 01-26000-00 Decrease in ACCRUED SALARIES/PAYROLL			\$80,015
01-11102-00 Increase in ECW/AR PAYMENT (\$16,860) 01-113200-00 Increase in PREPAID EXPENSES (\$3,183) 01-13200-00 Increase in PREPAID INSURANCE (\$977) 01-13700-00 Decrease in PREPAID WORKMANS' COMP \$1,626 01-22100-00 Increase in ACCOUNTS PAYABLE \$16,630 01-2200-00 Decrease in AOTES PAYABLE \$16,630 01-2200-00 Decrease in AOTES PAYABLE \$16,630 01-2200-00 Increase in FICA TAX WH \$37 01-24400-00 Increase in FICA TAX WH \$37 01-24400-00 Increase in FICA TAX WH \$215 01-24500-00 Increase in FLEXIBLE SPENDING BENEFIT \$1,000 01-2500-00 Decrease in UNTEP MAY PAYROLL DEDUCTION \$(226) 01-2500-00 Decrease in ACCRUED EXPENSES \$(518) 01-26000-00 Decrease in ACCRUED EXPENSES \$(518) 01-26000-00 Decrease in ACCRUED EXPENSES \$(518) 01-26000-00 Decrease in ACCRUED EXPENSES \$(514,607) 01-26000-00 Decrease in ACCRUED EXPENSES \$(514,607) 01-26000-			
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CASH AND CASH EQUIVALENTS AS OF 8/1/2020 \$1,990,818			
		NET INCREASE/(DECREASE) IN CASH	(\$58,558)
CASH AND CASH EQUIVALENTS AS OF 8/31/2020 \$1,932,260		CASH AND CASH EQUIVALENTS AS OF 8/1/2020	\$1,990,818
		CASH AND CASH EQUIVALENTS AS OF 8/31/2020	\$1,932,260

Hilltown Community Health Centers Balance Sheet as of 9/30/2020

ASSETS

Current Assets

Current Assets	
Cash - Operating Fund	\$334,153
PPP Funds	\$1,171,200
Patient Receivables	\$488,522
Less Allow. for Doubtful Accounts	(\$103,420)
Less Allow. for Contractual Allowances	(\$301,121)
A/R 340B-Pharmacist	\$3,354
A/R 340B-State	\$1,995
Contracts & Grants Receivable	\$306,371
Prepaid Expenses	\$16,816
A/R Pledges Receivable	\$2,810
Total Current Assets	\$1,920,681
Property & Equipment	· · · · · · · · · · · · · · · · · · ·
Land	\$204,506
Buildings	\$2,613,913
Improvements	\$929,483
Leasehold Improvements	\$1,933,674
Equipment	\$1,422,848
Total Property and Equipment	\$7,104,423
Less Accumulated Depreciation	(\$3,039,426)
Net Property & Equipment	\$4,064,997
Other Assets	φ+,00+,007
Restricted Cash	\$29,473
Pharmacy 340B and Optometry Inventory	\$9,863
Investments Restricted	\$9,476
Investment - Vanguard	\$295,233
Total Other Assets	\$344,045
TOTAL ASSETS	
	\$6,329,723
Liabilities & Fund Balance	
Current Liabilities	A 044404
Accounts Payable	\$244,191
Notes Payable	\$1,576,196
Sales Tax Payable	\$7
Accrued Expenses	(\$5,153)
Accrued Payroll Expenses	\$388,331
Payroll Liabilities	\$13,897
Unemployment Escrow	\$0
Defered Contract Revenue	\$99,570
Total Current Liabilities	\$2,317,039
Long Term Liabilities	
Mortgage Payable United Bank	\$135,034
Total Long Term Liabilities	\$135,034
Total Liabilities	\$2,452,072
Fund Balance / Equity	
Fund Balance Prior Years	3,877,650
Total Fund Balance / Equity	3,877,650
Total Liabilities & Fund Balance	6,329,723